

STATE OF HAWAII  
DEPARTMENT OF LAND AND NATURAL RESOURCES  
Land Division  
Honolulu, Hawaii 96813

February 13, 2009

Board of Land and Natural Resources  
State of Hawaii  
Honolulu, Hawaii

Consent to enter into a contract with Environmental Systems Research Institute (ESRI) for department-wide geographic information systems (GIS) software licenses, software maintenance renewals, and training.

BACKGROUND:

The Department of Land and Natural Resources (DLNR) is a major user of GIS software in the state government. There are currently more than 130 GIS user accounts for DLNR staff out of a total of about 250 GIS users for all agencies.

In late 2006 and early 2007, the Office of Planning (OP) unsuccessfully negotiated with ESRI to enter into an Enterprise Licensing Agreement (ELA) that would have provided unlimited access to software licenses at a fixed annual cost. That annual cost (>\$300K/yr) was more than state agencies were willing to commit for the three year period of the ELA. Discussions to enter into a "mini-ELA" with ESRI for just selected agencies were also unsuccessful, because of ESRI's unwillingness to lower its annual cost threshold for what it considers to be an enterprise solution.

In late 2007 DLNR began discussions with ESRI to acquire licenses to accommodate its own needs. These discussions led to consolidating more than a dozen separate customer numbers within DLNR to a single customer number. Doing this allows DLNR to take advantage of discounted pricing through ESRI's tiered pricing scheme (subsequent licenses cost less than the first license), and also facilitates better tracking of the licenses in use, maintaining version control, and implementing a common maintenance renewal schedule.

The State Procurement Office has approved the Request for Sole Source (Exhibit A) to enter into this contract with ESRI. The proposed cost is as follows:

Activating expired licenses	22,850	Exhibit B
Purchase new licenses	58,445	Exhibit C
Software maintenance thru 12/31/2010	72,236	Exhibit D
Enterprise Advantage Program	65,000	Exhibit E
	(credits for training)	
<u>Taxes / shipping</u>	<u>10,350</u>	
<b>TOTAL</b>	<b><u>\$228,881</u></b>	

The proposed agreement with ESRI will increase the number of licenses at DLNR in part by reactivating expired licenses, saving approximately \$40,000 over purchasing new licenses. These additional licenses will help to fill an increased demand for licenses – neighbor island users, others who need to take GIS out in the field, and still others who will draw from a pool of shared licenses.

In addition to licensing, this agreement provides flexible training credits that can be applied to instructor-led, web-based and on-site training as needed. According to a 2006 survey, training was the biggest need expressed by GIS users in DLNR. Thus far training has been sparse and haphazard because of lack of funding in individual offices. We hope to remedy that by making this training available on as widespread a basis as possible (neighbor islands included). By including these credits in this agreement we'll be able to prioritize the training needs centrally.

While this two year commitment is not an ELA (the licenses granted are not unlimited), the agreement will provide DLNR with the licenses and training it needs. More importantly perhaps, it will provide an accurate figure for budgeting purposes of the recurring cost of using GIS in DLNR, similar to the recurring costs for the department-wide network system, firewall and virus protection, and state-wide email system.

The Land Division will pay for this initial two year agreement (S 09 316 C), after which the annual software maintenance renewals will be paid for by the individual offices utilizing the software.

RECOMMENDATION:

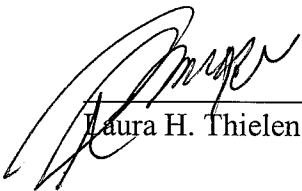
That the Board of Land and Natural Resources authorize the Chairperson to sign the necessary documents pertaining to the agreement, subject to Governor's approval.

Respectfully Submitted,



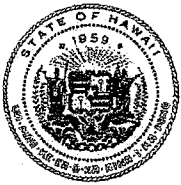
Arthur Buto  
State Land Information Systems Manager

APPROVED FOR SUBMITTAL:



Laura H. Thielen, Chairperson





STATE PROCUREMENT OFFICE  
NOTICE & REQUEST FOR SOLE SOURCE

RECEIVED OFFICE  
ADMIN SVCS  
2009 JAN 21 A 10:23  
DEPT OF LAND &  
NATURAL RESOURCES

1. TO: Chief Procurement Officer
2. FROM: Dept of Land and Natural Resources / Land Division  
Department/Division/Agency

Pursuant to §103D-306, HRS, and Subchapter 9, Chapter 3-122, HAR, the Department requests sole source approval to purchase the following:

3. Description of goods, services, or construction:

This DLNR license maintenance, upgrade and training purchase comprises several parts of the Enterprise License Agreement (ELA) with Environmental Systems Research Institute (ESRI) that was contemplated last year by the Office of Planning (OP), and which received Sole Source approval (SS No. 07-047-J). However, to date individual agencies have been unable to commit the resources necessary to meet ESRI's minimum requirements for an ELA.

DLNR now seeks to acquire licenses, upgrades, maintenance and training for its own users by leveraging its investment in ESRI software. Although not an ELA, this purchase will take advantage of the same license upgrades and training package that were included in OP's request. Expired licenses will be brought to current version levels using special pricing; flexible training and consulting services are provided in ESRI's special Enterprise Advantage Program (EAP). But unlike the ELA, the resulting licensing is based on actual user counts compiled from recent DLNR agency surveys rather than an open-ended model.

4. Vendor Name: Environmental Systems Research Institute

Address: 380 New York Street  
Redlands, CA 92373-8100

5. Price:

\$230,000

6. Term of Contract:

(mm/dd/yyyy)

From: Jan 1, 2009

To: Dec 31, 2010

7. Prior Sole Source Ref No.

a. Feature: The good, service, or construction has the following unique features, characteristics, or capabilities:

1. Annual license renewal for current ESRI software ["Approved for Sole Source Procurement pursuant to Chapter 3-122-81, HAR, Number 3"].

2. Discounted retroactive maintenance payment for expired ESRI software will bring them to current version levels and provide future enhancements, bug fixes and tech support. Some older software is incompatible with newer data formats; the update will bring full capability to all users. This update program is only available through ESRI and is significantly less expensive than purchasing new licenses.

3. Subscription to ESRI's EAP will provide instructor-led training, web-based training, on-site training (including neighbor island users), and technical support services. The program also includes an assigned technical advisor, a subscription to quarterly webcasts, a technical environment review, and an annual GIS strategy review. This program is only available through ESRI. In addition, ESRI is the sole provider of authorized advanced training for their software. [The EAP is an optional component of ESRI's Enterprise License Agreement (ELA) and keeps us on the path to an enterprise GIS by providing much-needed, organization-wide training opportunities at all locations and all skill levels.]

In conjunction with this purchase, DLNR is consolidating its dozen+ customer numbers with ESRI into one umbrella customer number. This will result in a significant savings under ESRI's tiered pricing and will facilitate future maintenance renewals. Furthermore, some of these licenses will be centrally managed by ICSD's / OP's statewide License Manager server as another step toward an enterprise GIS for the state.

**REQUEST FOR SOLE SOURCE (Cont.)**

*Submit in Triplicate*

9. Essential features. How the unique features, characteristics, or capabilities are essential for the agency to accomplish its work:

With the simultaneous downturn in the economy and rise in the use of GIS technology at DLNR, the Department is seeking to economically leverage its existing pool of software to accommodate the needs of the increasing numbers of GIS users. Not all users have access to current versions of the software and are thus unable to use certain incompatible data layers.

GIS and spatial data play increasingly important roles in planning and resource management at the Department. This expanded use and the increasing needs of users will be met by providing current software, flexible training opportunities, and strategic and technical consulting services.

11. Alternate source. The following other possible sources for the good, service, or construction were investigated but do not meet our needs because: Only ESRI offers these maintenance renewals, expired license reinstatements, and special training and support packages. (see Attachment 1). Resellers are not authorized to offer software maintenance, nor is any advanced training authorized or certified by ESRI. In addition, because of the bundling of the software licensing and EAP, ESRI is providing a significant discount.

12. Direct any inquiries to:

Department: DLNR, Land Division

Contact Name/Title: Arthur Buto / Information Systems Manager

13 Phone Number:

587-0423


Fax Number:

587-0455

Expenditure may be processed with a purchase order/p-Card: ☐ Yes ☒ No If no, a contract must be executed and funds certified.

Agency shall ensure adherence to applicable administrative and statutory requirements, including HAR Chapter 3-122, Subchapter 15, Cost or Pricing Data, if required.

14 *I certify that the information provided above is to the best of my knowledge, true, correct and that the goods, services, or construction are available through only one source.*

  
Department Head Signature

12/24/08  
Date

**Reserved for SPO Use Only**

15 Date Notice Posted: 12/29/08

Submit written objections to this notice to issue a sole source contract within seven calendar days or as otherwise allowed from the above posted date to:

Chief Procurement Officer  
State Procurement Office  
P.O. Box 119  
Honolulu, Hawaii 96810-0119

REQUEST FOR SOLE SOURCE (Cont.)

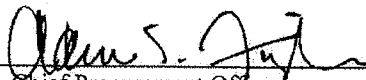
Submit in Duplicate

16. Chief Procurement Officer's comments:

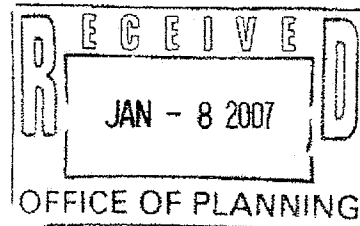
This approval is based on the DLNR's representation that ESRI is the sole provider for the update maintenance program for expired ESRI software and multi-method and advance training program on ESRI products. Annual computer software license renewal and maintenance for existing software is pre-approved under HAR 3-122-81.

17.

☒ APPROVED ☐ DISAPPROVED ☐ NO ACTION REQUIRED

  
Chief Procurement Officer

1/16/09  
Date



January 5, 2007

Laura H. Thielen  
Director, State Office of Planning  
P.O. Box 2359  
Honolulu, Hawaii

**ESRI Sole Source Justification for Geographic Information System Software and Maintenance**

Dear Ms Thielen,

This letter confirms ESRI, as owner and manufacturer, is the sole-source provider of software maintenance (annual renewal of technical support plus ESRI software updates/upgrades) for *all* ESRI products except ArcLogistics Route, and ArcGIS Business Analyst.

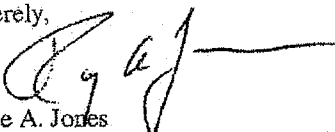
ESRI is the sole-source provider of the following ESRI products in the commercial, state, and local government marketplace:

ArcGIS ArcInfo, ArcGIS ArcEditor, ArcGIS Server, ArcGIS Server extensions, ArcSDE, NetEngine, Production Line Toolset (PLTS) for ArcGIS, including PLTS Foundation, and PLTS Solutions, Map Production System Atlas, ArcGIS Job Tracking Analyst Extension, Maplex 3.x, Military Overlay Editor (MOLE), ESRI Image Server, certain proprietary training courses, and subscriptions to the ESRI Developer Network (EDN), MapStudio, and the Virtual Campus.

ESRI distributes certain software licenses, *excluding those listed above*, through open-market value-added resellers and distributors.

If you have further questions, please feel free to call our Contracts Department at 909-793-2853, extension 1550.

Sincerely,



Royce A. Jones

Attachment 1



ENVIRONMENTAL SYSTEMS RESEARCH INSTITUTE, INC.  
ESRI, Inc.

380 New York Street  
Redlands, CA 92373-8100

Phone: 909-793-2853 Fax: 909-307-3049

DUNS Number: 06-313-4175 CAGE Code: 0AMS3

*To expedite your order, please attach a copy of  
this quotation to your purchase order.*

*Quote is valid from: 01/02/2009 To: 04/02/2009*

## Quotation # 20338571

Date: January 2, 2009

Customer # 19496 Contract #

STATE OF HAWAII  
LAND & NATURAL RESOURCES DEPT  
1151 PUNCHBOWL ST RM 220  
HONOLULU, HI 96813

ATTENTION: Arthur Buto  
PHONE: 808-587-0423  
FAX: 808-587-0455

Material	Qty	Description	Unit Price	Total
97695	2	ArcView Single Use 8.x, 9.0 or 9.1 Primary Maintenance Activation Fee	600.00	1,200.00
110809	1	ArcView 9.3 Single Use Unkeyed Installation Package	0.00	0.00
97696	9	ArcView Single Use 8.x, 9.0 or 9.1 Secondary Maintenance Activation Fee	400.00	3,600.00
97641	1	ArcView with Extension Single Use from 3.x Primary Maintenance Activation Fee	1,500.00	1,500.00
110809	1	ArcView 9.3 Single Use Unkeyed Installation Package	0.00	0.00
97642	1	ArcView with Extension Single Use from 3.x Secondary Maintenance Activation Fee	1,300.00	1,300.00
97620	7	ArcView Single Use from 3.x Secondary Maintenance Activation Fee	400.00	2,800.00
93094	1	ArcView with Extension Single Use Primary Maintenance	1,000.00	1,000.00
93095	7	ArcView with Extension Single Use Secondary Maintenance	900.00	6,300.00
87192	2	ArcView Single Use Primary Maintenance	400.00	800.00
87193	10	ArcView Single Use Secondary Maintenance	300.00	3,000.00
102100	9	ArcPad Upgrade	150.00	1,350.00
112000	1	ARCPAD 7.1.1 INSTALLATION PACKAGE	0.00	0.00
Item Total:				22,850.00
Subtotal:				22,850.00
Sales Tax:				1,077.98
Estimated Shipping & Handling(2 Day Delivery) :				27.79
Contract Pricing Adjust:				0.00
Total:				\$23,955.77

# EXHIBIT "B"

Quoted By: Janelle Payne, (909) 793-2853 x1636  
Email: jpayne@esri.com

Account Manager: Royce Jones  
Email: rjones@esri.com

Acceptance of this quotation is limited to the ESRI License Agreement and the Quotation Terms and Conditions  
This Quotation is made in confidence for your review. It may not be disclosed to third parties, except as required by law.

**If sending remittance, please address to: ESRI, File No. 54630, Los Angeles, Ca 90074-4630**

PAYNEJ

This offer is limited to the terms and conditions incorporated and attached herein.



ENVIRONMENTAL SYSTEMS RESEARCH INSTITUTE, INC.  
ESRI, Inc.

380 New York Street  
Redlands, CA 92373-8100

Phone: 909-793-2853

Fax: 909-307-3049

DUNS Number: 06-313-4175 CAGE Code: 0AMS3

*To expedite your order, please attach a copy of  
this quotation to your purchase order.*

*Quote is valid from: 01/02/2009 To: 04/02/2009*

## Quotation # 20338561

Date: January 2, 2009

Customer # 19496 Contract #

STATE OF HAWAII  
LAND & NATURAL RESOURCES DEPT  
1151 PUNCHBOWL ST RM 220  
HONOLULU, HI 96813

ATTENTION: Arthur Buto  
PHONE: 808-587-0423  
FAX: 808-587-0455

RECEIVED  
IN SYNC OFFICE  
JAN 21 AM 10:24  
DEPT OF LAND &  
NATURAL RESOURCES

\* % Approximate Discount Percentage

Material	Qty	Description	List Price	%	Disc Price	Total
87143	9	ArcView Concurrent Use License	3,500.00	10%	2,835.00	25,515.00
110817	1	ArcView 9.3 Concurrent Use Installation Package	200.00		0.00	0.00
93198	2	ArcView Single Use Unkeyed License	1,500.00	10%	1,215.00	2,430.00
110809	1	ArcView 9.3 Single Use Unkeyed Installation Package	200.00		0.00	0.00
93168	8	ArcGIS Spatial Analyst Single Use Unkeyed License	2,500.00	10%	2,025.00	16,200.00
93206	1	ArcEditor Single Use Unkeyed License	7,000.00	10%	6,300.00	6,300.00
110801	1	ArcEditor 9.3 Single Use Unkeyed Installation Package	200.00		0.00	0.00
87194	1	ArcView Concurrent Use Primary Maintenance	700.00		700.00	700.00
87195	8	ArcView Concurrent Use Secondary Maintenance	500.00		500.00	4,000.00
93095	2	ArcView with Extension Single Use Secondary Maintenance	900.00		900.00	1,800.00
93303	1	ArcEditor Single Use Primary Maintenance	1,500.00		1,500.00	1,500.00
Item Total:						58,445.00
Subtotal:						58,445.00
Sales Tax:						2,755.07
Estimated Shipping & Handling(2 Day Delivery) :						24.66
Contract Pricing Adjust:						0.00
Total:						\$61,224.73

Please note, a volume discount has been applied to this quote.

**EXHIBIT "C"**

Quoted By: Janelle Payne, (909) 793-2853 x1636  
Email: jpayne@esri.com

Account Manager: Royce Jones  
Email: rjones@esri.com

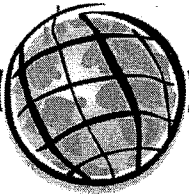
Acceptance of this quotation is limited to the ESRI License Agreement and the Quotation Terms and Conditions  
This Quotation is made in confidence for your review. It may not be disclosed to third parties, except as required by law.

**If sending remittance, please address to: ESRI, File No. 54630, Los Angeles, Ca 90074-4630**

PAYNEJ

This offer is limited to the terms and conditions incorporated and attached herein.



**ESRI**

380 New York Street  
REDLANDS, CA 92373  
Phone: 909-793-28532376  
Fax #: 909-307-3083

## Quotation

**Date:** 01/02/2009**Quotation Number:** 25350458

STATE OF HAWAII  
LAND & NATURAL RESOURCES DEPT  
PO Box 373  
HONOLULU HI 96809-0373  
**Attn:** Arthur Buto

**Customer Number:** 19496

For questions regarding this document, please contact Customer Service at 888-377-4575.

**Send Purchase Orders To:**

ESRI, Inc.  
380 New York Street  
Redlands, CA 92373-8100  
Attn: Ajmal Yourish

**Please include the following  
remittance address on your  
Purchase Order:**

ESRI Inc.  
File #54630  
Los Angeles, CA 90074-4630

Item	Qty	Material#	Unit Price	Extended Price
1010	1	52384 ArcInfo Concurrent Use Primary Maintenance Start Date: 10/03/2009 End Date: 12/31/2010	3,739.73	3,739.73
2010	1	52384 ArcInfo Concurrent Use Primary Maintenance Start Date: 07/01/2008 End Date: 12/31/2010	7,512.33	7,512.33
4010	1	52385 ArcInfo Concurrent Use Secondary Maintenance Start Date: 07/01/2008 End Date: 12/31/2010	3,004.93	3,004.93
5010	8	52385 ArcInfo Concurrent Use Secondary Maintenance Start Date: 10/03/2009 End Date: 12/31/2010	1,495.89	11,967.12
7010	1	52396 ArcCOGO Floating Primary Maintenance Start Date: 10/03/2009	623.29	623.29

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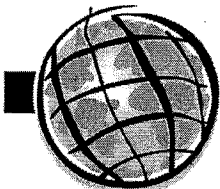
Any estimated sales and/or use tax has been calculated as of the date of this quotation and is merely provided as a convenience for your organization's budgetary purposes. ESRI reserves the right to adjust and collect sales and/or use tax at the actual date of invoicing. If your organization is tax exempt or pays state taxes directly, then prior to invoicing, your organization must provide ESRI with a copy of a current tax exemption certificate issued by your state's taxing authority for the given jurisdiction.

**Issued By:** Ajmal Yourish      **Ext:** 2376

[YOURISHA]

To expedite your order, please reference your customer number and this quotation number on your purchase order.

EXHIBIT "D"

**ESRI**

380 New York Street  
REDLANDS, CA 92373  
Phone: 909-793-28532376  
Fax #: 909-307-3083

## Quotation

Page 2

Date: 01/02/2009

Quotation Number: 25350458

Item	Qty	Material#	Unit Price	Extended Price
End Date: 12/31/2010				
9010	1	86497 ArcEditor Concurrent Use Primary Maintenance Start Date: 10/03/2009 End Date: 12/31/2010	1,869.86	1,869.86
10010	1	86500 ArcEditor Concurrent Use Secondary Maintenance Start Date: 05/04/2007 End Date: 12/31/2010	4,395.62	4,395.62
11010	1	87194 ArcView Concurrent Use Primary Maintenance Start Date: 06/01/2009 End Date: 12/31/2010	1,110.41	1,110.41
12010	8	87195 ArcView Concurrent Use Secondary Maintenance Start Date: 10/03/2009 End Date: 12/31/2010	623.29	4,986.30
13010	1	87232 ArcGIS Spatial Analyst Concurrent Use Primary Maintenance Start Date: 06/01/2009 End Date: 12/31/2010	793.15	793.15
14010	2	87233 ArcGIS Spatial Analyst Concurrent Use Secondary Maintenance Start Date: 10/03/2009 End Date: 12/31/2010	249.32	498.63
15010	1	87233 ArcGIS Spatial Analyst Concurrent Use Secondary Maintenance Start Date: 05/04/2007 End Date: 12/31/2010	732.60	732.60
16010	1	87198 ArcGIS 3D Analyst Concurrent Use Primary Maintenance	793.15	793.15

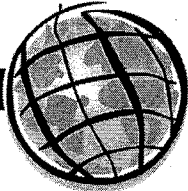
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[YOURISHA]

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**ESRI**

380 New York Street  
REDLANDS, CA 92373  
Phone: 909-793-28532376  
Fax #: 909-307-3083

## Quotation

Page 3

**Date:** 01/02/2009      **Quotation Number:** 25350458

Item	Qty	Material#		Unit Price	Extended Price
<hr/>					
			Start Date: 06/01/2009 End Date: 12/31/2010		
17010	1	87199	ArcGIS 3D Analyst Concurrent Use Secondary Maintenance Start Date: 05/04/2007 End Date: 12/31/2010	732.60	732.60
18010	2	87199	ArcGIS 3D Analyst Concurrent Use Secondary Maintenance Start Date: 10/03/2009 End Date: 12/31/2010	249.32	498.63
20010	2	93094	ArcView with Extension Single Use Primary Maintenance Start Date: 07/01/2009 End Date: 12/31/2010	1,504.11	3,008.22
21010	2	87193	ArcView Single Use Secondary Maintenance Start Date: 10/17/2009 End Date: 12/31/2010	362.47	724.93
22010	1	87193	ArcView Single Use Secondary Maintenance Start Date: 10/17/2009 End Date: 12/31/2010	362.47	362.47
23010	1	87193	ArcView Single Use Secondary Maintenance Start Date: 06/14/2007 End Date: 12/31/2010	1,065.21	1,065.21
24010	1	87193	ArcView Single Use Secondary Maintenance Start Date: 01/01/2009 End Date: 12/31/2010	600.00	600.00
25010	1	87193		475.89	475.89

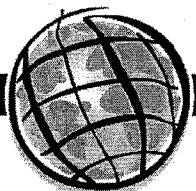
This quotation is valid for 90 days and is subject to your ESRI License Agreement. The quotation information is proprietary and may not be copied or released other than for the express purpose of system selection and purchase/license. This information may not be given to outside parties or used for any other purpose without consent from Environmental Systems Research Institute, Inc. (ESRI).

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**Issued By:** Ajmal Yourish      **Ext:** 2376

[YOURISHA]

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**ESRI**

380 New York Street  
REDLANDS, CA 92373  
Phone: 909-793-28532376  
Fax #: 909-307-3083

## Quotation

Page 4

Date: 01/02/2009

Quotation Number: 25350458

Item	Qty	Material#	Unit Price	Extended Price
		ArcView Single Use Secondary Maintenance Start Date: 06/01/2009 End Date: 12/31/2010		
26010	2	87193 ArcView Single Use Secondary Maintenance Start Date: 08/01/2009 End Date: 12/31/2010	425.76	851.51
27010	1	87193 ArcView Single Use Secondary Maintenance Start Date: 08/10/2009 End Date: 12/31/2010	418.36	418.36
30010	5	87193 ArcView Single Use Secondary Maintenance Start Date: 06/30/2009 End Date: 12/31/2010	452.05	2,260.27
32010	1	87193 ArcView Single Use Secondary Maintenance Start Date: 10/17/2008 End Date: 12/31/2010	662.47	662.47
33010	1	87193 ArcView Single Use Secondary Maintenance Start Date: 06/02/2007 End Date: 12/31/2010	1,075.07	1,075.07
34010	1	87193 ArcView Single Use Secondary Maintenance Start Date: 05/18/2007 End Date: 12/31/2010	1,087.40	1,087.40
36010	1	93095 ArcView with Extension Single Use Secondary Maintenance Start Date: 05/04/2007 End Date: 12/31/2010	3,296.71	3,296.71

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Issued By: Ajmal Yourish      Ext: 2376

[YOURISHA]

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**ESRI**

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REDLANDS, CA 92373  
Phone: 909-793-28532376  
Fax #: 909-307-3083

## Quotation

Page 5

**Date:** 01/02/2009**Quotation Number:** 25350458

Item	Qty	Material#	Unit Price	Extended Price
37010	1	100571 ArcGIS Network Analyst Concurrent Use Primary Maintenance Start Date: 10/03/2009 End Date: 12/31/2010	623.29	623.29
38010	1	109216 ArcGIS Server Standard Enterprise Up to Four Cores Maintenance Start Date: 10/03/2009 End Date: 12/31/2010	6,232.88	6,232.88
39010	4	109252 ArcGIS Server Standard Enterprise Additional Cores Maintenance Start Date: 10/03/2009 End Date: 12/31/2010	1,558.22	6,232.88
			<b>Subtotal</b>	72,235.91
			<b>Estimated Taxes</b>	3,403.73
			<b>Total</b>	<b>\$ 75,639.64</b>

**DUNS/CEC:** 06-313-4175 **CAGE:** 0AMS3

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**Issued By:** Ajmal Yourish **Ext:** 2376

[YOURISHA]

To expedite your order, please reference your customer number and this quotation number on your purchase order.

**ESRI**

ENVIRONMENTAL SYSTEMS RESEARCH INSTITUTE, INC.  
ESRI, Inc.

380 New York Street  
Redlands, CA 92373-8100

Phone: 909-793-2853

Fax: 909-307-3049

DUNS Number: 06-313-4175 CAGE Code: 0AMS3

*To expedite your order, please attach a copy of  
this quotation to your purchase order.*

*Quote is valid from: 12/11/2008 To: 03/11/2009*

## Quotation # 20337581

Date: December 11, 2008

Customer # 19496 Contract #

STATE OF HAWAII  
LAND & NATURAL RESOURCES DEPT  
1151 PUNCHBOWL ST RM 220  
HONOLULU, HI 96813

ATTENTION: Arthur Buto  
PHONE: 808-587-0423  
FAX: 808-587-0455

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DEPT OF LAND &  
NATURAL RESOURCES

Material	Qty	Description	Unit Price	Total
97717	1	ESRI Enterprise Advantage Program (EEAP)	65,000.00	65,000.00
Item Total:				65,000.00
Subtotal:				65,000.00
Sales Tax:				3,062.80
Estimated Shipping & Handling(2 Day Delivery) :				0.00
Contract Pricing Adjust:				0.00
Total:				\$68,062.80

To be eligible to subscribe to the Enterprise Advantage Program, your organization must be current on maintenance for all ESRI software for which maintenance is available.

The Enterprise Advantage Program includes a flexible spending program for any combination of premium support, consulting services support as well as training.

The Enterprise Advantage Program is subject to the terms and conditions of the Enterprise Advantage Program Agreement (E125).

**EXHIBIT "E"**

Quoted By: Janelle Payne, (909) 793-2853 x1636  
Email: jpayne@esri.com

Account Manager: Royce Jones  
Email: rjones@esri.com

Acceptance of this quotation is limited to the ESRI License Agreement and the Quotation Terms and Conditions  
This Quotation is made in confidence for your review. It may not be disclosed to third parties, except as required by law.

**If sending remittance, please address to: ESRI, File No. 54630, Los Angeles, Ca 90074-4630**

PAYNEJ

This offer is limited to the terms and conditions incorporated and attached herein.